

JON G. BARTON - SENIOR EXECUTIVE

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Growth Strategist Behind Burgeoning Market Share – With Peak Rise in Valuation Positioned Falcon as #1 Worldwide – Outpacing Competitors 17%+ in CAGR

Exceeded Profit & Revenue Goals for 8 Consecutive Years

Strategic growth driver, synergist, mentor, and quality visionary credited with epic growth and financial performance leading to successful company sale and integration. Customer-centric executive and leadership coach noted for establishing team synergies enabling unsurpassed customer value, low-cost footprint, advantageous sourcing partnerships, tight production benchmarks, and best-in-class, lean quality products / processes.

“Our results blew away Wall Street and the biggest reason was Falcon.” – CEO, Kensington Corporation
“Jon created our game-winning formula. He was our special sauce.” – VP, Continuous Improvement

Cost Control - Manufacturing Strategy - Quality Assurance - Capital Strategies - Growth Leadership - Global Sourcing
Operational Lean Improvement - Sales Growth - Cultural Change - Stakeholder Relationships - Board Collaboration

Career Highs: Results Surpassing Market Expectations

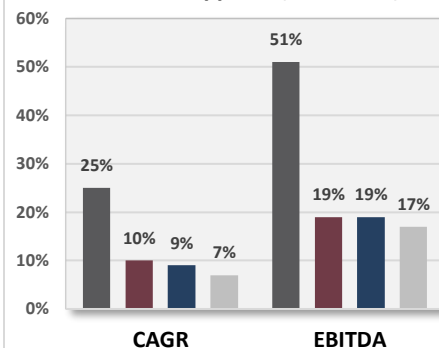
Market-Lauded Growth Strategy: Executed successful sale for **7-fold 2014 valuation** – winning PE accolades for *1 in 1,000* success story and 35% market share in aggressive category, with continued site expansion.

Profit Results: **Eclipsed \$113M 2015 EBIT goals**—achieving \$137M, with on-track progress to \$168M in 2016 despite adverse raw material economics. Improved new-division profits \$32M+ within first year.

Strong Annual Performance: **Drove 25% YoY top-line growth** (industry average 2%) from 2011-2015 and 50% yearly profit growth. Gained pricing edge from unique, customized solutions sparking customer interest.

\$2.7B Contract Award: Landed first integrated cockpit system contract, **outpacing Tier 1 suppliers** and facilitating \$550M+ rise in AMI valuation.

Performance Against Top 3 Hardware Suppliers (2011-2014)



Professional History

Falcon Hardware (Kensington Corporation) | 1999–Present

Earned C-suite authority for shepherding growth and fast profits at provider of premium automotive products to BMW, Ford, GM, Toyota, FCA, Honda, Mercedes, Nissan, Volvo, & other market players.

CEO & VP / GM, Kensington Hardware Division - 2015–Present | COO, Falcon Hardware - 2011–2014

Preserved Staff Morale During Post-M&A Phase - Built Strong Profits (Americas, Europe, Asia)

M&A Integration - Market-Leading Position - Continuous Improvement - Team Direction & Motivation - Global Growth
Board Relations - Cultural Change - Revenue Expansion - Manufacturing Standardization - Change Management

Earned global executive charter, expediting profits and building firm’s reputation as #1 provider of uniquely designed and produced automotive hardware – dominating competitors at 37% market share and culminating in 2014 sale to Kensington; took CEO role in \$1.7B Hardware division. Facilitated customer sales growth via value-linked innovations, with attention to detail and stringent product standards enforced worldwide.

Falcon Hardware (Kensington Corporation)
CEO & VP / GM, Kensington Hardware; COO (Continued...)

Strategic Integration & Growth Leadership

- Quickly reached **\$710M incremental growth** in Asia as COO, mirroring success in Americas and Europe by creating customer value focus and elevating manufacturing to global benchmark quality standards.
- Led post-acquisition HR, Finance, and IT integration; transitioned 211 corporate associates to Kensington HQ facility; surpassed Wall Street profit expectations (63 basis points accretive to earnings).
 - Earned accolades as #1 Kensington turnaround and operating executive.
 - Retained employees throughout volatile post-merger phase.
- Influenced quality with substantial investment in product teams and focus on continuous improvement; inspired dedication and **developed “A” players** (77% of Falcon leadership team) through personal mentoring.

President, Americas & Europe - 2009–2010 | President, Americas - 2005–2008

Produced Market-Leading Growth Far Exceeding Closest Competitors

New Design Standards - Growth & Technology Upgrades - Customer Satisfaction - Marketing Improvements

Took over Europe at Board and CEO request – raising market share to 25% and setting stage for 100% growth after spearheading turnaround across Americas. Maintained low CAPEX, even with rising production capacity and new plants; incorporated new design standards and narrowed focus to core competencies. Administered production, sales, and marketing teams, with close collaboration on product strategy and materials sourcing for consistency.

Expansion Strategy & Results

- Built Americas quality and technology roadmap hailed for generating **57% yearly EBITDA** (vs. #2 competitor at 17%) and **#1 market share**; extended strategy to Europe and Asia, including new production facilities.
- Created 7 pillars of lean product development / manufacturing; built teams educated in tight, global standards.
- Won accolades for best-in-class safety, quality, and fiscal results. Converted \$7M losses to 11% profits.

VP, Global Commercial & Product Development - 1999–2004

Reversed Quality & Cost Challenges With New Product & Quality Standards – Setting Industry Benchmarks

Quality & Performance Benchmarks - Product Enhancements - Market Share Growth - Sales Increases
Financial & Manufacturing Performance - Operational Improvements - Team Training - New Manufacturing Technologies

Revitalized sales and marketing, elevating quality and resolving \$20M+ annual losses by emulating Toyota’s product design standards, including lean product and manufacturing principles. Championed changes in finance focus metrics, consolidating vendors to carefully selected, long-term relationships. Led all product development, sales, and marketing.

Turnaround Performance

- Transformed product strategy for greater customer focus; boosted market share by conferring with top 5 customers on core needs. Shifted away from commoditized perspective – **reaping strong pricing power**.
 - Developed desirable features, including finishes for better design aesthetics and performance.
 - Grew market share position at 16 of 17 top OEM customers.
- Narrowed priorities to 3 pivotal new products annually; sought and leveraged experts on new techniques, with strict product controls and intensive training.

Allied Manufacturing, Inc. (AMI) | 1988–1999

Earned promotions for heading broad manufacturing, sales, planning, fiscal, quality, and competitive improvements at multinational corporation and provider of automotive interiors and electronics.

VP Sales & Program Management - 1998–1999

Director Toyota Business Unit - 1997

Quality Manager; Program Manager; Quality Supervisor; Quality Engineer - 1988–1995

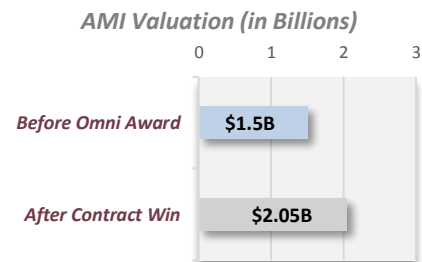
Resolved Quality Issues – With Improvements Leading to Groundbreaking Contract Award

Production & Capacity Strategies - Sales Increases - Industry Relationships - Financial Results

Increased business valuation \$550M (25%) with new Omni Platform awards; led Interiors division turnaround critical in retaining Toyota and preserving business. Addressed excess manufacturing capacity at 2 production sites.

Sales & Turnaround Improvement

- Positioned company for later GM buyout (7X EBITDA), **leading 78% rise in revenue** after securing key contract instrumental in growth (a landmark win surprising competitors).
 - Requested bid opportunity despite previous quality issues; hired Toyota cockpit expert, set new benchmarks, and focused engineering on technologies key to contract win.
- Resolved quality issues with new accountability system, **receiving Toyota recognition** after setting aggressive product benchmarks.
- Launched Project Management division crucial to better product launch and quality, substantially improving customer reception and building high standards in Electrical division.
- Increased projected gross margins 17%-21% for new development programs.



Additional Experience:

Quality Manager, Wilson Storage Products

Quality Engineer, Innoveer Corporation

Education & Industry Training

Master of Science in Corporate Finance; Concentration in Accounting (*Graduated With Honors*)
University of Connecticut, Storrs

Bachelor of Science in Management Information Systems; Minor in Quality Management
(*Full Academic & Athletic Scholarships*)
University of Minnesota, Duluth

Professional Project Manager, Standards Institute (*Certified on First Attempt*)
Advanced Problem-Solving & Kaizen Methods

Affiliations

Board Member, Richmond County YMCA
(*Earned recognition for significant contributions*)

Society of Manufacturing Engineers

Project Explanation:

Jon had a solid background as the primary driver for quality at his employer, where he had reduced emphasis on cost-cutting measures and instilled a new culture of innovation that captured nearly every major automaker. However, he wanted to show that, despite bringing his firm through acquisition and integration, he still possessed the requisite executive skills to maintain a role as CEO or on the Board (despite being asked to take on more of a division responsibility).

I set up his summary and leading resume sections to show the impression his work had made on Wall Street and his employer's parent company. Significant focus was placed on the methods he had used to distinguish the company from competitors, and the fact that he had also created similar results at his former employer. I also included charts to provide a visual representation of his efforts compared to previous years and industry averages.

Jon was able to make an immediate impression as he shopped his resume to recruiting firms and company owners; he reported back that the document generated significant interest as he considered his next executive move from among a variety of choices.